



COMMAND ACQUISITION: SUPPORTING THE WARFIGHTER

MICHELLE MENDEZ

**2006 Veterans & Service-Disabled
Veteran-Owned Small Business
Conference**

December 2006





A Global Corporation

USTRANSCOM is the Department of Defense agency responsible for creating and implementing world class global logistics solutions in support of U.S. National Security Strategy.



Stockholders	Warfighters American Public
BODs	National Command Authority U.S. Congress
CEO	General Norton A. Schwartz
Subsidiaries	AMC, MSC & SDDC

- \$10.2 billion in Revenue
- \$55+ billion in assets
 - \$1.4 billion infrastructure
 - 113 ships
 - 1,340 aircraft
 - 2,150 rail cars
- Access to >1,300 aircraft and >330 ships through commercial partners



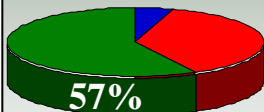
The USTRANSCOM TEAM

Worldwide Operation

24 / 7 / 365



Force =
4,600



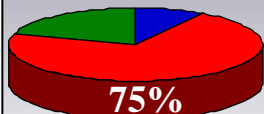
Active Duty

Civilian

Guard/Reserve



Force =
7,591



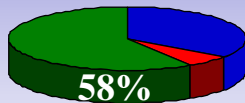
Active Duty

Civilian

Guard/Reserve



Force =
142,203



Active Duty

Civilian

Guard/Reserve

Total Force:

155,794

Commercial
Industry
Contribution

1,143 Aircraft
404 Vessels



*“Provide air, land, and sea
transportation for the DOD, in both
time of peace and in time of war.”*



Commercial Industry Partners

- Civil Reserve Air Fleet
- Voluntary Intermodal Sealift Agreement
- Maritime Security Program



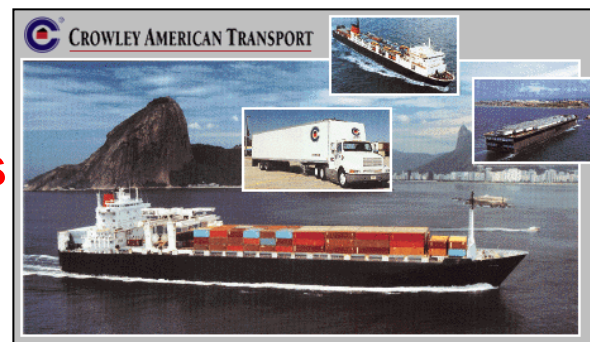
Aircraft: 1,143
Vessels: 404





Defense Transportation System

- **Absolute reliance** on commercial partners
 - National Airlift Policy
 - National Sealift Policy
- Distribution Process Owner
 - End-to-end distribution
 - Mode neutral solutions
- Peacetime business base **sustains** wartime commitment



Partnership between USTRANSCOM
and commercial partners
of critical importance
...in **peace** and **war**.





The BRAC Vision



**Navy Yard
Wash DC**



Scott AFB, IL



**Alexandria, Ft. Eustis,
& Newport News**



- Ops Ctr
- Cmd Support
- **Acquisition**
- TWCF Billing/
Accounting

- Ops Ctr-TACC
- Cmd Support
- **Acquisition**
- Pax/Traffic Mgt
- Intelligence
- TWCF Billing/
Accounting
- Weather

- Operations Ctr
- Cmd Support
- Passenger PP
- **Acquisition**
- Intelligence
- Logistics
- Legal
- Financial Mgt



The BRAC Vision

Title 10 Functions
Organize, Train,
& Equip
Stay with Services



Navy Yard
Wash DC



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- Intelligence
- Logistics
- Legal
- Financial Mgt

**Collocated/
Consolidated
COCOM HQs**



Consolidated:

- Joint Ops Ctr
- DTS Operations
- Contracting/Acq
- Intelligence/FP
- Financial Mgt
- Legal
- Support Staff



USTRANSCOM Strategic Sourcing Initiatives

- ✓ Defense Transportation Coordination Initiative (DTCI)
- ✓ Merge International and Domestic Small Package Express Services Contracts
- ✓ Intermodal – Multi Modal vs Modal



Return on Investment

From

To

Component procured air, sea and surface transportation with;



USTRANSCOM procured inter-modal/mode neutral solutions; Aligns national programs under TCCC Authority

Redundant functional elements



Create Lean agile components
Consolidation streamlines process, yields synergies, optimizes resources

Component partnerships with Industry



One “belly-button” to push for joint common user transportation
Strategic partnerships between Command and Industry

Lack of Program Management expertise and oversight

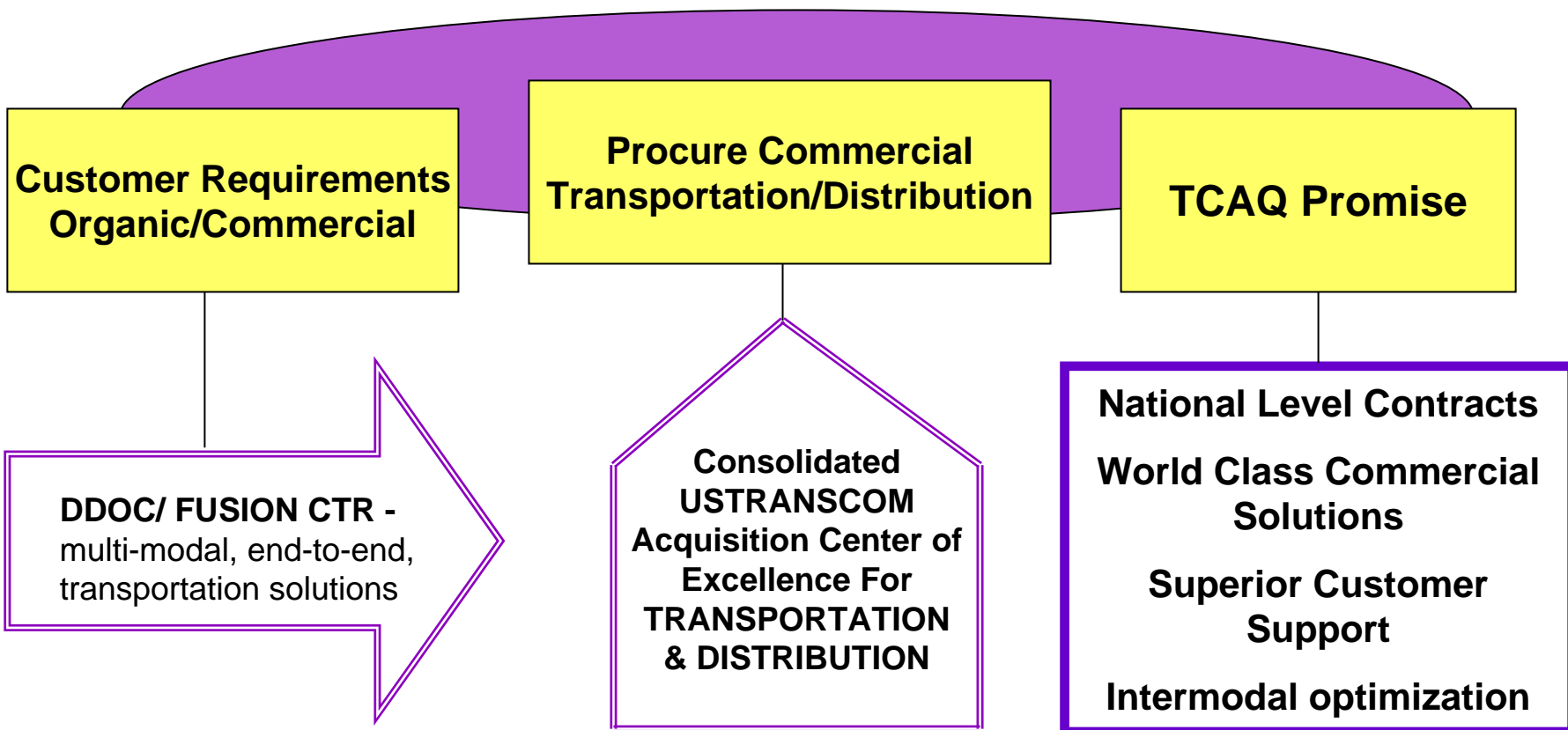


Program Management oversight for service and information technology programs supporting DPO

Build Foundation for Acquisition Center of Excellence for Transportation and Distribution



Command Acquisition Supporting the Warfighter



A Promise Given will be a Promise Kept!



Strategic Plan to Support SDVOSB

To encourage service-disabled veteran-owned small businesses to participate in competitions for award of USTRANSCOM contracts, our contracting staff will:

Issue notices/request for information through FedBizOpps notices;

Solicit at least one service-disabled veteran-owned small business on any full and open competition;

When available, first consider the GSA Government-Wide Acquisition Contract for service-disabled veteran-owned small businesses;



Strategic Plan to Support SDVOSB

To advocate service-disabled veteran-owned small businesses to participate in competitions for award of USTRANSCOM contracts the Director of Small Business Programs will:

Be a key player on the Acquisition Team during the planning, evaluation and execution phases.

Meet with USTRANSCOM's largest contractors to encourage them to identify service-disabled veteran-owned small business concerns for mentor-protégé relationship.

Share information with the acquisition workforce (including senior managers, program managers and procurement personnel) on the necessary training courses on applicable law and policies relating to participation of service-disabled veteran-owned small businesses in Federal contracting.



Strategic Plan to Support SDVOSB

Provide information that would assist service-disabled veteran-owned small businesses in participating in the acquisition process

Personally meet with service-disabled veteran-owned small businesses

Maintain a central file of capability briefings

Encourage service-disabled veteran-owned small businesses to register in the Central Contractor Registration

Promote service-disabled veteran-owned small businesses to seek out subcontracting opportunities

Attend small business outreach events



Director of Small Business Programs

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